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Friday 12th October 2012

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Emirates fined \$10 million

EMIRATES is the latest airline to be fined in the long-running ACCC cargo cartel case, with the airline being today ordered to pay a \$10 million penalty (**TD** breaking news).

EK is the tenth carrier to settle the proceedings, with ACCC chairman Rod Sims saying the move brings the total penalties ordered in Australia against international airlines involved in the cartel to \$68 million.

"This result sends a strong message that the ACCC and the Australian courts will not tolerate any business - regardless of size or country of origin - engaging in cartel conduct that harms competition in Australia," he said.

Under the settlement, EK has admitted to "arriving and giving effect to illegal understandings" relating to fees on air freight carried from Indonesia to Australia and other countries between Oct 2001 and May 2006.

The judge ordered Emirates to restrain from similar conduct for five years, as well as levying a \$500,000 cost order on the firm.

Similar proceedings against Air New Zealand, Cathay Pacific and Singapore Airlines are due to be heard later this month.

Wave hello to ships

THE Australian summer international cruise season officially kicks off today with the arrival of Royal Caribbean's *Radiance of the Seas* which has cruised from Hawaii with more than 2100 passengers on board.

And *Radiance* will be joined in just over a month by Royal Caribbean's massive *Voyager of the Seas*, which at 3,100 pax will be the biggest ship to be based in Australia this season.

Win BA Club World six

THE front full page of today's *Travel Daily* highlights British Airways' current incentive in which travel agents can win two Club World tickets to London.

Air Canada recruits

AIR Canada is advertising a number of roles in Australia, as part of a significant expansion of its commercial sales team.

Roles on offer include a Sydney-based National Corporate Sales Executive, a Pricing Manager and sales roles in Sydney, Melbourne and Brisbane - for details see the last page of today's **TD**.

Another great issue

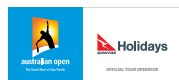
Travel Daily today has eight pages of news, a front full page for **British Airways** plus full pages from: (**click**)

- AA Appointments jobs
- Consolidated Travel - EY
- Air Canada

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CTM's big plans

LISTED TMC Corporate Travel Management has detailed a five year plan for global domination, targeting a regional presence in Australia, New Zealand, USA, Asia and Europe.

At an investor conference yesterday md Jamie Pherous said the next phase of the strategy was to replicate CTM's Australian model in its new US acquisition in Colorado, and confirmed that the firm is continuing to look at a number of opportunities in Asia.

He said CTM aspires to the the "alternative to global TMCs on a global scale," with the company increasingly targeting worldwide and regional clients.

MEANWHILE, CTM also yesterday advised the Australian Stock Exchange that its total transaction value for the first quarter of the financial year has soared 45% to \$224.5 million.

Excluding contributions from the USA and ETM acquisitions, "like for like" organic growth was 15%.

BA 'committed to Australia'

BRITISH Airways has reacted swiftly to suggestions that it might pull out of the Australian market, this morning issuing a statement saying it's "currently exploring options" for when the Joint Services Agreement with Qantas ends on 31 Mar.

The move follows speculation that BA is planning to pull the plug on its single remaining Australian route, based on a submission from the carrier to the ACCC probe into the planned Qantas/Emirates alliance.

The BA document contains redacted details on the "likely impact of the Proposed Venture on BA's ability to remain in the market," highlighting the increasing challenge for it to continue operating services on the Kangaroo Route due to "persistent excess capacity and the nature of the substantial fixed costs involved in their operation".

The JSA has enabled BA to better schedule flights, given it more access to the "high yielding Australian corporate market" as well as the "Australian trade market in which Qantas has over a 60% share".

It says the arrangements have enabled BA to sustain direct services to Australia, adding that the termination of the JSA in favour of the QF/EK alliance "would provide Emirates with significant leverage over trans-Tasman routes, and will minimise BA's ability to provide competing services into and out of New Zealand".

After widespread mainstream media speculation about a BA withdrawal, the carrier's regional commercial manager South West

Pacific, Neil Ager, reaffirmed that from 31 Mar 2013 "British Airways will continue to serve Australian customers on its daily Sydney service".

He said that BA was also "looking to maintain and develop numerous existing codeshares with Qantas in Asia and Europe as part of oneworld".

MEANWHILE, Virgin Australia has also made a submission to the ACCC probe into the QF/EK alliance - for details see **page 5**.

EY to boost Sydney

ETIHAD Airways is set to lift capacity on its Sydney flights from 31 Jan next year, when seven of its 11 weekly flights will switch to new 330-seat 777-300ER aircraft.

Agent GDS displays indicate that the 777s will replace A340-600s on EY454/455, with the new Boeing jets having 38 more seats.

The changes will also see EY offer double daily 777-300 and one daily A340-600 between Abu Dhabi and London Heathrow, switching from previous plans for an all 777 AUH-LHR operation.

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QF charged for baggage violations

THE Qantas Group has been fined for the second time this week by US transportation authorities for baggage violations.

In the latest case, the US Dept of Transportation charged Qantas Airways US\$100,000 for failing to disclose baggage fees.

The DOT said QF had neglected to disclose possible extra fees for baggage on the first screen of a web-based fare display when booking flights on its US portal.

"By violating section 399.85 (b), Qantas also engaged in an unfair and deceptive practice and unfair method of competition," it said.

In a statement to **TD** this morning, Qantas said it did not admit to the alleged violations.

The Australian flag-carrier

defended the claim, saying it provides two-pieces of checked baggage and carry-on at no extra cost on fares to the US, adding it displays "accurate and complete" baggage info on its website.

"Qantas takes its responsibilities to comply with all applicable laws & regulations very seriously and has fully co-operated with the Department of Transport in this matter," the statement said.

QF "moved promptly to clarify the required changes" and kept the Enforcement Officer aware of its efforts," the DOT added.

The carrier consented to pay the DOT US\$50,000 as compromise to potential civil penalties, with a further US\$50,000 held over pending repeat violations within the next 12 months.

Earlier this week, Jetstar was hit with a US\$50,000 fine for limiting luggage liabilities on services to Honolulu, Hawaii, as revealed by **Travel Daily** this week (**TD** Tue).

Both charges follow a tightening up of internet airfare pricing introduced in the US earlier this year, aimed at giving passengers clarity on fares & specific extras.

Octopus.com reviews

WEB-BASED hotel reservations firm Octopus.com has teamed with Reevo to provide access to independent, verified reviews of properties among its inventory.

Available at 18 of Octopus.com's int'l sites in Australia, Europe, Asia and the Americas, Reevo's social commerce solution enables travellers to 'ask a guest' queries about a hotel before securing a booking "based on transparent feedback".

Reviews are in nine languages - English, French, German, Spanish, Portuguese, Italian, Norwegian, Swedish and Russian.

Viva! Euro rail promo

VIVA! Holidays has added extra value to its European earlybird packages for 2013, offering a bonus rail voucher for bookings made by 26 Nov 2012.

The \$100 voucher can be linked to land & air packages with Virgin Atlantic, Singapore Airlines, Etihad Airways, Cathay Pacific & Emirates.

Deals are priced from \$1,761 including return Economy fares from Adelaide to Rome with CX. See www.qhv.com.au/agents.

Qld spike for Mantra

MANTRA Group has this week reported its best Sep/Oct school holiday periods for Queensland hotels in four years.

Visits to the Gold Coast, where the Group has 20 Peppers, Mantra and Break Free properties, surged 16% year-on-year, while Tropical North Queensland hotels (in Cairns, Port Douglas & Palm Cove) saw a 17% occupancy spike.

Bookings at Mantra's Sunshine Coast portfolio also witnessed an increased growth rate.

Window Seat

A NEW kids travel smartphone app developed to entertain and educate children while they travel with their families will be released in Dec, with Sydney as the first destination launched.

Bound Round is aimed at giving kids information on all the fun things available at their destination as well as to keep them occupied on the way there.

The app has been developed to suit children aged 4-7, with a more advanced version for 8-12 year olds, with "Read Alone" and "Read to Me" functionality.

More destinations will be developed from next year, with the app also providing parents with feedback on the activities their kids access via the app, with details on how to get there, opening hours & special Bound Round exclusive discounts.

More information on the app and the company is available at www.boundround.com.

SYDNEY'S iconic Harbour Bridge and Opera House were recently reconstructed...out of chocolate.

Josphan's Fine Chocolates, based in Leura, in the Blue Mountains, recently held a public event at their Sydney CBD store, inviting the public to come and witness live building of the landmarks out of the gooey goodness.

The event was staged as practice by the Australian Pastry Team, who recently placed first in the Asian Pastry Cup contest and were preparing for the world finals in France next Jan.

AIME 2013 earlybird

TIME is elapsing for prospective buyers keen to take advantage of the 10% early booking saving for the 2013 Asia-Pacific Incentives & Meetings Expo in Melbourne.

Buyers keen to save need to submit applications for the 26-27 Feb 2013 show before 26 Oct.

Register at www.aime.com.au.

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Calls for Aus tourism reinvention

AUSTRALIA needs to reinvent its tourism industry instead of rehashing the reasons for its current protracted downturn, according to Ecotourism Australia chief executive Kym Cheatham.

Speaking ahead of the Global Eco Asia Pacific ecotourism conference being held in Cairns next week, Cheatham called on Australia to refocus its efforts on developing a more profitable industry based on high-yielding visitors and sustainable ventures.

"What we are doing is not working and many smaller regional tourism operators and communities need us to come up with a more successful and viable paradigm," Cheatham said.

"Ecotourism is front and centre for countries including Malaysia, Cambodia, Korea [and] Vietnam".

She added "Australia is one of the most desired landscapes in the world, with unique native flora and fauna and an indigenous culture that resonates with visitors from around the globe".

Cheatham pointed to South Africa as a source of inspiration, saying the country offers a unique, high-quality tourism industry that doesn't apologise for high costs.

"High quality experiences

Island Escape bonus

ISLAND Escape is offering a free 20-min helicopter flight when booking & paying in full for its five-night Bay of Islands cruise during Jan-Mar 2013 before 20 Nov.

founded on financially viable, environmentally sustainable and culturally responsible tourism products offers an alternative course," she added.

"The opportunity to reframe Australia tourism is beckoning".

Representatives from nine ASEAN nations are gathering in the Tropical North Qld city for a series of briefings from Mon.

Topics include best practice, development opportunities and innovation of sustainable tourism initiatives they have undertaken in their own countries.

Beijing mega-delay

THE start-up date of Beijing's third airport, Daxing International Airport, has been pushed back by two years, from 2015 (*TD* 13 Sep 11) until late 2017.

The 'mega-airport' will feature eight runways and has a capacity for up to 130m pax annually - over 20m more pax than London Heathrow and New York's JFK airports combined.

The new hub will be linked to the Chinese capital by high-speed, metro & inter-airport trains, and is designed to ease pressure on Beijing Capital Int'l Airport.

Tempo unveil Europe

EARLYBIRD savings of up to \$150 per person on selected Italy tours booked by 28 Feb, along with a host of new itineraries are among highlights of Tempo Holidays' 2013 Italy Central Europe guide, released yesterday.

The 115-page brochure details FIT and guided group touring options across 10 European countries including Austria, Malta, Germany, Poland & Switzerland.

Also introduced are new walking tours in Italy & cycling itineraries in the Austrian mountains.

Harbour Plaza comm.

AGENTS are being offered 8% commission on special rates for long-stay bookings at Hong Kong's Harbour Plaza 8 Degrees hotel over Christmas & the New Year.

Stays of 30 days during Dec, Jan & Feb are priced from HK\$18,000. More info on (02) 9929 2829.

Air Van back to Lajmoli

AIR Vanuatu will recommence services to the northern port of Lajmoli after airstrip upgrades were completed.

The weekly roundtrip ex Santo to Lajmoli will operate on Thu.

Second Hyatt for NYC

STANFORD Hotels Corp will next year begin construction on New York City's second Hyatt Place Hotel, with a 130-room property to be built on Sixth Avenue in the Times Square precinct.

JAL direct to Helsinki

JAPAN Airlines will operate four weekly 787 *Dreamliner* services between Tokyo Narita & Helsinki from 25 Feb 2013, providing greater access to Europe via the hub of fellow oneworld member carrier, Finnair.

The new JAL route will move to a daily operation during the first half of the 2013 financial year.

Swissotel Changsha

SWISSOTEL Hotels & Resorts has revealed plans to expand its portfolio in China with a new 400-room property in Changsha - the capital of Hunan Province.

Swissotel Changsha is slated to open in 2014.

NCL axes Egypt

NORWEGIAN Cruise Line has shelved ports of call to Egypt on 10- and 11-night sailing aboard *Norwegian Jade*, for sailings between 21 Nov and 17 Apr.

Jade will instead offer stops at Istanbul and Naples on the 10-day cruise and Crete and Naples on the longer voyage.

Turkish delights Airbus

STAR Alliance carrier Turkish Airlines has inked a deal with Airbus for 15 A330-300 aircraft.

It's the seventh A330 order for Airbus from the Istanbul-based airline which operates over 100 of the A330 Family aircraft.

TK plans to fly the new jets on medium and long haul routes.



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PERTH'S SKAL Club gathered more than 20 former presidents of the networking group together for its October past presidents luncheon event, held at the city's swanky Duxton Hotel.

The prestigious alumni came together in the appropriately titled Presidential Suite for a pre-lunch pampering drinks session before proceeding to the

ballroom for a delectable feast.

Hotel general manager Bruce Doig laid on a menu fit for the occasion, with guest speaker for the event being Perth Lord Mayor Lisa Scaffidi who discussed the changing face of the city and its future tourism and residential development opportunities.

Some of the gathered group of former presidents are **pictured**.

PG premier class

BANGKOK Airways is set to launch a new 'Premier Class' service, in which the first two rows of its aircraft will have the middle seat blocked off.

It will debut on the Bangkok-Koh Samui-Kuala Lumpur route effective 28 Oct.

NSW Awards finalists

ORGANISERS of the 2012 NSW Tourism Awards have released the list of finalists nominated for the 31 categories, with the gongs to be presented at a gala ceremony on 22 Nov at Le Montage, Lilyfield.

For the full list of nominees, see www.bit.ly/nswawards.

Pattaya to get an Ozo

THAILAND hotel management group Onyx Hotels will open its seventh OZO branded property in the beach resort town of Pattaya, on schedule to open in 2014.

Virgin highlights QF/EK concerns

VIRGIN Australia is not formally objecting to the proposed alliance between Qantas and Emirates, but has written to the ACCC about some matters it "considers the ACCC needs to address" in its deliberations.

Issues highlighted by Virgin include the implications of QF's recent announcement about rerouting London flights via Dubai, which had been identified in the Qantas/Emirates submission as "delivering significant public benefits" - and which will now proceed whether or not the ACCC authorises the deal.

"Given that Qantas has implemented these changes unilaterally, why is joint pricing and scheduling necessary in order to bring about the stated public benefits?" Virgin argues.

The submission also suggests that the ACCC should carefully consider the basis for the requested ten year authorisation sought, and the "open-ended" nature of the alliance which would allow coordination right

across the respective global networks of Qantas and Emirates.

Virgin added that the "proposed conduct will further entrench the Applicants' already dominant position not only in markets for international travel, but within domestic Australia and particularly in relation to Australian corporate/government travel both domestically and internationally".

The comments come despite comments in the DJ submission that "it is not for Virgin Australia to assess or form a view."

Incentive, to be sure!

THERE'S about ten days left to enter the current Emirates Melbourne Cup incentive, in which winning agents will get to experience the stunning Ireland-themed Emirates Marquee at the Melbourne Cup next month.

Winners may also meet big stars such as Mischa Barton and Brian McFadden - see www.emiratesincentive.com.

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Aussies can't go Pass NYC

AUSTRALIAN visitor numbers to New York City are again expected to increase this year, up a projected 4.5% to over half a million.

New York state has witnessed steady year-on-year increases since 2007 with an 11% rise in visitor numbers last year, according to statistics from NYC & Company.

Now the fifth largest overseas market for New York City, Aussie visitor numbers have grown more than six-fold in the last decade.

NYC & Co. says recent growth has coincided with more first time visitors and strong spending from Aussies staying longer.

The data shows Australians also visit multiple destinations and stay in New York for an average of 8.8 nights.

Leisure travel is the biggest reason for visiting the city (88%) followed by holidays (69%) and visiting friends & relatives (18%).

Business travel makes up only 12% of the reason Australians head to the region, with just 2% of travellers visiting New York City for a conference or convention.

NYC has plenty of activities and sightseeing on offer, so first-time and repeat travellers will not be at a loss for something to do.

While purchasing entry tickets into main attractions can add up, passes like the New York CityPASS



and New York City Explorer Pass offer a range of discounts.

The New York CityPASS provides entry to 6 key New York attractions, incl The Empire State Building, the Statue of Liberty and Ellis Island or the Guggenheim Museum, at the same time providing entry discounts of up to 47%.

The pass can be bought online at citypass.com or nycgo.com and costs US\$89 per adult and US\$64 for a children aged 6 to 17 years.

The Explorer pass showcases the diversity of activities available in NYC with over 50 attractions to choose from.

Users can select an Explorer pass with three, five or seven attractions included, based on the amount of time they have and what they want to see & do.

Pictured at the New York City Information Centre in Manhattan is Christopher Heywood, NYC & Company vp communications.

TTF investment call

YESTERDAY'S release of the report into inbound visitor arrival projections by the Tourism Forecasting Committee highlights the challenges that lay ahead, according to Tourism & Transport Forum chief executive John Lee.

The report found inbound arrival numbers into Australia will grow at an average of 3.2% per year, with Lee saying building yield is needed to reach the goals set out in the Tourism 2020 vision and that government investment was needed to address instances of market failure.

"We are urging the government to take a holistic approach to international tourism, aligning visa processing and passenger facilitation resources," Lee said.

Tiger grabs JQ man

TIGER Airways Singapore has appointed Ho Yuen Sang as its new managing director, taking effect from 05 Dec.

MEANWHILE, the carrier has welcomed its 9-millionth passenger to fly on its Australian operation, with the lucky guest receiving a \$900 Tiger Airways voucher upon completion of his Melbourne to Gold Coast sector.

AND, Tiger Airways has launched a smartphone app for Android, iPhone and iPad tablets.

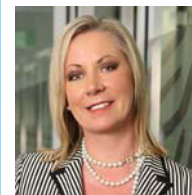
The app allows passengers to book tickets, search deals, select seats and store data for future use.

Future versions of the app will include options for multi-language use, offline payment, flight status updates and mobile check in.

Technology Update

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Gai Tyrrell, CEO, Sabre Pacific

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AA/EVA can codeshare

AMERICAN Airlines and EVA Airways have told US transport regulators they plan to terminate their long-standing codeshare agreement, effective 01 Mar.

Winston is a quarterly winner

ONE of the several unique initiatives implemented by the Insight Vacations team has been the Harvey World Travel Office of the Quarter Award.

Every three months, Insight will select a store from around Australia as the most efficient, productive and successful in terms of sales figures as the quarterly champion.

For the month of Sep, the group tour wholesaler selected Harvey World Travel in the Sydney suburb of Winston Hills as its winning office for the quarter, with Insight NSW state sales manager Steve Farrelly **pictured** here presenting the award to the team, alongside Lisa Kirwan, Insight Vacations;



Melanie Stedman, HWT Winston Hills store owner and consultant Luke Kokotovich.

AS orders 50 737s

ALASKA Airlines has placed an order for 50 Boeing 737 family jets worth \$5 billion at list prices.

The order includes 13 Next-Gen 737-900ERs, 20 737 MAX 8s and 17 737 MAX 9s.

Aircraft deliveries are expected between 2015 and 2022.

Costa Capt job claims

COSTA Concordia Captain Francesco Schettino has initiated legal action to obtain his job back at Costa Cruises after he learned he had been dismissed by the liner in Jul.

Claiming wrongful dismissal, Schettino is also claiming back pay, saying his actions at the helm of the *Concordia* led to more lives being saved than lost.

Schettino will next week face an Italian court over the capsizing which resulted in the deaths of 32 passengers, with trial proceedings expected to follow.

Astana launches HKG

KAZAKHSTAN national carrier Air Astana has operated its first service from Almaty Hong Kong, its 6th long-haul Asian gateway.

The twice weekly flight will be operated using a two-class B757.

Travel Specials

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THIS week's *Travel Specials* is brought to you by **Travel Industry Club**. If your firm has released a travel special you'd like to make the industry aware of send the details to specials@traveldaily.com.au.

Travel Industry Club is providing a free upgrade from an inside cabin to a balcony stateroom aboard Cunard's *Queen Victoria* on the 20 night sailing from San Francisco to Sydney. Call TIC on (02) 9700 8711 to book.

Melbourne's Art Series Hotels, individually known as **The Olsen, The Cullen** and **The Blackman** have released a range of special packages. Dubbed "Street Art Sleepovers", "The John Olsen Experience" & "Starlight, Starbright at the Blackman" each offer different inclusions and are valid for stays until 30 Dec. To learn more or to book, phone 1800 278 468.

Holiday Inn Baruna in Bali has slashed prices by 30% for stays up until 27 Dec. Included in the deal is daily brekkie, high-speed internet and access to the hotel's departure lounge. More at www.bali.holidayinn.com.

Territory Discoveries is promoting a tropical three night escape to Darwin priced from \$599ppts. The deal includes return flights to Darwin from most capital cities and day tour to Litchfield National Park. It's valid for booking until 31 Oct, for travel from 01 Nov-31 Mar. Phone 13 31 01.

Sydney's **Sheraton on the Park** is celebrating its 75th anniversary with a range of deals. Among the offers is a Stay 3 /Pay 2 deal valid for bookings until 14 Nov for stays until 31 Jan. Guests booking at standard rates can also get brekkie for \$0.95 - the same price as when Sheraton opened its doors 75 years ago. Visit www.sheraton75.com to book.

Sea World Resort & Water Park on the Gold Coast has a three-night deal including a VIP Pass Package allowing unlimited entry to Sea World, Warner Bros. Movie World and Wet'n'Wild parks. Also included is a Dolphin Discovery presentation. Priced from \$418.50ppts it's valid for travel before 28 Mar, while the VIP Pass expires on 30 Jun. Call 133 FUN.

WIN A DOUBLE MOVIE PASS

TO ROME WITH LOVE

Every day this week *Travel Daily* is giving one lucky reader the chance to win a double pass to see Woody Allen's



new movie, *To Rome With Love*, courtesy of the **Italian Government Tourist Office** and **Hopscotch Films**.

Full of romance and humour, and set in one of the world's most enchanting cities, this star studded movie is not to be missed!

For your chance to win, be the first person to send in the correct answer to the daily question below to Romecomp@traveldaily.com.au

Name one song that appears in the movie

Hint! Watch the movie trailer [here](#)

Congratulations to yesterday's lucky winner, **Kelly Ayers** from **Spencer Travel**.



TRAFALGAR

Sales Manager

Reporting to the Director of Sales, the focus of this role is to maximise the sales potential within the designated territory by cultivating strong relationships with existing customers, driving brand awareness, and identifying new customer prospects.

- Responsibilities:**
- Achieve maximum sales in accordance with targets
 - Promote Trafalgar Tours product range
 - Maintain knowledge of day to day market developments
 - Develop new strategies to increase market share
 - Maintain a regular portfolio of clients
 - Participate in presentations, trade shows & film nights
 - Reporting & proposals

The position requires a positive, energetic, motivated & sales focused professional to really drive the role & achieve sales.

For more information & to apply, log onto our recruitment website: <http://recruitment.travelcorporation.com.au>



<http://recruitment.travelcorporation.com.au>



Asia rail boom

INTERNATIONAL Rail says it's seen a surge in Asia train bookings since expanding its portfolio to include China, Vietnam, Thailand and Korea last month.

MD Jonathan Hume said China had been the most popular destination, particularly the high speed rail route between Beijing and Shanghai which opened last year and reduced the journey time to under five hours.

Overnight trains in Thailand and Vietnam are also popular - for more info call 1300 387 245.

Use a reputable seller

EXCITE Holidays ceo George Papaioannou has encouraged Australia's travel agents to urge their customers to use a reputable online wholesaler instead of the relative unknowns of the massive variety of online booking sites. Papaioannou cited conflicting interest among wholesalers who also target consumers directly, saying "It's concerning for the future of the industry when wholesalers are trying to sell to both retailers & consumers direct".

D is for Fremont St

DOWNTOWN Las Vegas' hotel Fitzgerald's Hotel & Casino has taken the wraps of its recent transformation to reopen as the D Las Vegas, located underneath the Fremont Street video screen.

Crowne Plaza ADL's top gong



TOURISM Australia managing director Andrew McEvoy was one of a number of special guests on hand this week at a cocktail reception in the Crowne Plaza Adelaide's Ballroom, who were celebrating the recognition and receipt of a major property award.

The hotel took out the top prize of Australia's Best Tourism and Leisure Development at the 2012 Property Council of Australia Innovation & Excellence Awards.

Other VIP's in attendance were South Australian Premier Jay Weatherill & SA Minister for Urban Development Patrick Conlon.

McEvoy is pictured above flanked by Nicole Cain from the Intercontinental Adelaide and Pat Gobell of the South Australian Tourism Commission.

Sabre ups AR alliance

AEROLINEAS Argentinas has announced a major upgrade of its IT platform will be undertaken by Sabre Airline Solutions, who will equip the carrier with its latest software updates as part of a long-term restructuring plan.

The enhancement is being carried out to assist AR with its recent induction into the SkyTeam airline alliance.

Software systems to be upgraded by Sabre will include the carrier's revenue, network and flight planning solutions.

AR is the fourth Sabre-equipped carrier in the SkyTeam alliance.

Fly like an Earlybird

ALBATROSS Tours has released a \$300 per person discount on its 17-day "La Francaise" tour for bookings made before 22 Dec, taking the tour price to \$6489ppts.

The itinerary immerses guests in the wine regions of regional France, with multiple departures available between May and Sep.

WIN a unique trip for two to Austria

Pick your favourite 3 Unique Experiences, put together your dream itinerary & win your personally designed trip to Austria!

During October, the **Austrian National Tourist Office**, **Austrian Airlines**, **Rail Plus** and **Travel Daily** are giving readers the chance to win a trip of a lifetime to Austria. Browse unique.austria.info for more than 250 "Unique Experiences", pick your favourite 3 and put together your dream itinerary.

The prize consists of:

- Two Return Economy Air Fares from Australia to Austria (flying Austrian Airlines into Vienna)
- 6 nights accommodation for 2 persons including breakfast
- Eurail Select Pass to travel through Austria linking your chosen experiences
- Sightseeing program associated with your choice of experiences
- Detailed itinerary depending on your choice of experiences

For example: [Learn to waltz](#) at Vienna's best address, dive into a glittering subterranean world in [Swarovski Crystal Worlds](#) near Innsbruck, listen to Haydn's music at the [Esterhazy Palace](#), or experience the magic of [Christmas in Salzburg](#) - the choice is yours!

Austria. Unique Like You

HOW TO ENTER

Browse unique.austria.info for more than 250 "Unique Experiences", pick your favourite 3 and tell us in 50 words or less why these make up your dream itinerary. Send your response to ANTOcomp@traveldaily.com.au



[Click here for terms and conditions](#)

Austrian Austrian National Tourist Office **Travel Daily**

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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WELCOME to *Supplier Updates*, **Travel Daily's** new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices:
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***HOT* DON'T BE A SINKING SHIP
CRUSIE CONSULTANT**

SYDNEY – SALARY PACKAGE TO \$55K + BONUS

This fantastic cruise wholesaler is based in the CBD and they are currently booming. We are looking for talented consultants to join their great team. You will be booking cruise packages worldwide to exotic destinations. This is your chance to be part of the fastest growing industry. You will be looking after key clients selling the extensive cruise product on offer. Be a part of a company that is committed to staff development. If you can picture yourself sailing the seven seas this is the role for you.

***NEW* ONLINE HELPDESK ROLE
HELPDESK ROLE IN CBD**

SYDNEY – SALARY PACKAGE TO \$60K

Our client is one of the global leaders in service providers to the travel industry. They are looking for a technical savvy travel professional to join their growing team. You will be responsible for liaising with fellow travel industry personal providing specialist support to their online team. If you have 2 years experience from a retail or corporate background, have a good understanding of airfares and ticketing and feel that you are tech savvy. Apply for the great opportunity today!

CRUISE THE HIGH SEAS

RETAIL TRAVEL CONSULTANT (off street)

MELBOURNE (SOUTH) - SALARY PACKAGE TO \$50K (DOE)

We have a fabulous new role for someone who enjoys the high seas adventure. Working with an established membership base you will be dealing with bookings across the globe on cruise and also touring holidays. No more chasing for the clients to say yes as they will just come to you. Enjoy this small team and also the opportunity for your career to progress to the next level. Don't delay this one has everything you need.

WORK CLOSE TO HOME

CORPORATE TRAVEL CONSULTANT

PERTH (SOUTH) – SALARY PACKAGE OTE \$65K+

This boutique corporate office will see you booking interesting itineraries to worldwide destinations to your loyal corporate clients. Using Galileo you will have a minimum of 3 years previous corporate experience. Working Monday – Friday Hours with a sensational high salary package on offer you will really kick yourself if you miss this role! Make a move you won't regret and handle internal client requests.

ONE FOR THE SKI BUNNY IN YOU

SKI WHOLESALE CONSULTANT

MELBOURNE (INNER) – SALARY PACKAGE TO \$55K (DOE)

Are you an experienced travel consultant who has a real passion for ski? Have you spent time working the slopes around the world? Located in a funky area of Melbourne, you will have easy access to cafe's bars and shopping and work Monday – Friday hours with every odd Saturday! Stop wasting your ski skills and move into a dedicated role today! Sensational salary package available for the right candidate!

ADELAIDE IS GOING CRAZY

RETAIL TRAVEL CONSULTANTS X 5 ROLES

ADELAIDE (VARIOUS) - SALARY PACKAGES TO \$55K (DOE)

With so many fantastic opportunities available in Adelaide, you would be crazy hesitating on your next career move. If you have a minimum 12 months international travel consulting experience, possess an enthusiastic attitude & are excited about your next challenge, apply now. Great salary packages on offer together with a number of locations across Adelaide. Don't delay; send your CV to AA Appointments.

SERIOUS ABOUT YOUR CAREER

CORPORATE TRAVEL CONSULTANTS

BRISBANE CBD – SALARY PACKAGE TO \$60K OTE +

If you are serious about your travel career and want a role that will challenge you each and every day - this is it. This leading TMC is experiencing growth due to new accounts and requires focused travel professionals to join them. You'll handle the domestic and international travel needs of business clients. A role with this team is not another job but a career, you'll be given ongoing training and development programs to strengthen your skills and progress up the ladder if you wish.

ALIVE & KICKING.....

WHOLESALE CONSULTANTS

BRISBANE CBD - SALARY PACKAGE TO \$55K OTE

Get up and get out there with this fantastic wholesale position. You'll love selling all the amazing places around Aust. The atmosphere in this office is funky, vibrant and has a serious buzz about it. You'll have the chance to earn some serious dollars as business is booming! This job however is not for someone who likes to sit still - you'll need to be motivated, hungry for success and above all really love selling travel. Sound like you? Then call us today.

الإتجاه
ETIHAD
AIRWAYS



Kick off with Etihad Earlybirds and win a trip of a lifetime!

Simply sell Etihad Airways through Consolidated Travel and you could be **on your way to the UK to see Manchester City play** from the Etihad Corporate suite, flying to **Manchester, London and Abu Dhabi** in comfort and style in Coral Economy Class (upgradeable to Pearl Business Class).

What's more, each week during the incentive period, the top combined Diamond First and Pearl Business Class seller will win \$1,000 cash!

Here's how you can win!

- Be one of the top three selling Travel Agencies in VIC, top two selling Travel Agencies in NSW or the top selling Travel Agency in QLD to **win the trip of a lifetime**;
- Be the top combined Diamond First and Pearl Business Class seller to **win \$1,000 cash each week**.

BOOK NOW!

Incentive exclusive to:



Consolidated Travel
Group

Quikfares
Quikticket

Valid for tickets issued by Consolidated Travel or via Quikticket during the incentive period 08OCT-31OCT12 on EY itineraries ex Australia to all Etihad destinations on EY (607) ticket stock on the Consolidated Travel IATA only. Places on the educational will be awarded to the 3 top selling Travel Agencies in VIC, 2 top selling Travel Agencies in NSW and the top selling Travel Agency in QLD. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Valid entries will be automatically tracked by Consolidated Travel and winners announced at the end of the promotion period. 3 bonus prizes awarded for weekly top Premium seller from 08-27OCT12. The educational will depart in early March, travelling in Coral Economy Class, upgradeable to Pearl Business Class if space is available. The winners of the bonus cash prizes will be rewarded with \$1000 deposited into their account by Consolidated Travel. The same office cannot win the weekly bonus more than once. This offer is open to all full time international selling agents only. Air tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. All prizes include GST where applicable and taxes are included in the price of the ticket and land content.. Consolidated Travel and Etihad reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The gross value of the prize and any other fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue: 04OCT12.

NATIONAL AIRLINE OF THE UAE

FROM ABU DHABI TO THE WORLD



Join Air Canada's Sales Organization in Australia

This is a unique opportunity to be a part of Air Canada's growing presence in the Australian market place. Starting January 1, 2013 Air Canada is expanding its commercial sales team in Australia and looking for successful and experienced professionals in the following fields

National Corporate Sales Executive (based in SYD)

Demonstrated ability to manage and develop airline corporate business in Australia. Utilizing current industry contacts acquire new corporate business as well as manage current Air Canada corporate customer base. Ability to negotiate contract terms and discount levels, revenue and market share targets.

Pricing Manager (based in SYD)

Proven ability to manage and implement local airline pricing initiatives and preferred supplier fare distribution. Strong analytical skills with the ability to understand and analyze fare sheets, data and competitive activity. Liaise with various Air Canada departments in order to ensure smooth implementation of commercial pricing strategy.

Outside Sales Executives (based in SYD, MEL & BNE)

Maximize sales for Air Canada by generating, developing and maintaining existing industry relationships, while sourcing and developing new business relationships in an assigned territory. Raise Air Canada's profile by planning and organizing sales activities around regular contact with TMC's, travel manager's, wholesalers along with generating corporate sales leads and group business leads

Inside Sales Coordinator

Support Air Canada Sales team with administrative and file related tasks. Advanced knowledge of the dynamics of the travel industry as well as strong knowledge of RES III, Fares and airline industry technical programs is mandatory.

Marketing Coordinator

Implement local marketing initiatives for the advancement of Air Canada's profile in the Australian market place by; implementing tourism related marketing and promotions, strategic online initiatives, social media campaigns and advertising activities. Support sales team through generating market intelligence reports and preparing agency flyers for distribution.

Relevant experience within the context of each role is mandatory. Airline experience or GSA experience is also a strong asset. Please send resume and cover letter with the title "JOIN AIR CANADA" to:

paul.mclean@aircanada.ca

Being part of Air Canada is to become part of an iconic Canadian symbol, recently ranked the best Airline in North America. Let your career take flight by joining our diverse and vibrant team at the leading edge of passenger aviation.

Applications close: Nov. 1, 2012